STAYING AHEAD OF THE CURVE
REIMAGINING OUR COMMUNITIES
2018 SPEAKER SERIES
<table>
<thead>
<tr>
<th>APA Sacramento Valley Annual Sponsors</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Section Visionary</strong></td>
</tr>
<tr>
<td>- AECOM</td>
</tr>
<tr>
<td>- Dudek</td>
</tr>
<tr>
<td><strong>Section Partners</strong></td>
</tr>
<tr>
<td>- Fehr &amp; Peers</td>
</tr>
<tr>
<td>- ICF International</td>
</tr>
<tr>
<td>- MIG</td>
</tr>
<tr>
<td><strong>In-Kind Sponsors</strong></td>
</tr>
<tr>
<td>- Mintier Harnish</td>
</tr>
<tr>
<td>- PLANWELL Consulting</td>
</tr>
<tr>
<td><strong>Section Friends</strong></td>
</tr>
<tr>
<td>- Ascent Environmental</td>
</tr>
<tr>
<td>- ECORP Consulting, Inc.</td>
</tr>
<tr>
<td>- EPS</td>
</tr>
<tr>
<td>- ESRI</td>
</tr>
<tr>
<td>- Lagomarsino Planning+Management</td>
</tr>
<tr>
<td>- Michael Baker International</td>
</tr>
<tr>
<td>- RSC Engineering</td>
</tr>
<tr>
<td>- Wood Rodgers</td>
</tr>
</tbody>
</table>
2018 Speaker Series Sponsors and Partners

• Sponsors
  • APA Sacramento Valley Section
  • California Department of Transportation

• Partners
  • Governors Office of Planning and Research
  • Urban Land Institute
  • American Institute of Architects Central Valley
  • Sacramento Area Council of Governments
REIMAGINING OUR EXISTING BUILDING INFRASTRUCTURE TO REIMAGINE COMMUNITIES
Discussion Panel

Dan Amsden, AICP
MIG | Board Member, APA Sacramento Valley Section

Jeff Stowell, AIA, LEED AP
Silva Stowell Architects

Heather Kampa, CID, EDAC
HGA
Macy's committed to closing 34 more stores as sales drop in 2016
Macy's committed to closing 34 more stores as sales drop in 2016

JC Penney announces store closings

J.C. Penney announced on Friday that it will close approximately 140 of its stores in the next few months.
Macy's committed to closing 34 more stores as sales drop in 2016

J.C. Penney announced on Friday that it will close approximately 34 stores.
Macy's committed to closing 34 more stores as sales drop in 2016
“The boom also reflects a broad reordering of the $3.5 trillion industry, with fewer retailers capturing more of the gains. Stores that have learned how to match the ease and instant gratification of e-commerce shopping are flourishing, while those that have failed to evolve are in bankruptcy or on the brink.”
adidas flagship berlin, new york city – in-house 3-d printing and production
adidas flagship berlin, new york city – in-house 3-d printing and production
omini channel digital wine club
hot Italian experiential retail and blended uses – sacramento, california
santee alley – los angeles, california
night market – marrakech, morocco
Follow the progress of our new restaurant space!!

lardopdx.tumblr.com
1990s

Vallco Mall Redevelopment – Cupertino, California
1990s 2017

Vallco Mall Redevelopment – Cupertino, California
Reimagine.  
Reinvigorate.  
Retail Space.

Integrating uses such as healthcare services in the retail space

September 28, 2018
Firm Established in 1987
Based in Sacramento
Projects throughout Northern California
Range Of Services
  • Architecture
  • Interior Design
Multi-Market Firm
  • Healthcare
  • Commercial
  • Transportation | Infrastructure
  • Restaurants & Retail
90% Tenant Improvements
10% Ground Up
Service Oriented, technically skilled team
In the 30+ years of our firm’s focus on healthcare facilities, rapid change unlike seen before.

- Consumer driven

- We all must adapt and evolve to meet consumer needs.
What is one of the biggest issues facing our nation?

Healthcare costs

What is one of the biggest challenges facing our built environment in communities?

Retail Collapse
Their mission:

“Sutter Health has an inner drive to transform healthcare. We’re helping to make healthcare more simple, engaging and human.”
In response to consumer healthcare needs + the shifting retail market = new approach

- Among many new initiatives, they decided to ‘Test’ a new model.
What is the retail Walk-in Care clinic?

- **Size:** small 1,800-2,200 SF
- **Services:** (not Urgent Care)
  - Low-acuity daily health care & Preventative needs:
    - ‘Coughs & colds’
    - Flu shots | immunizations
    - Allergies | sinus infections
    - Sprains and strains
    - Sports physicals
    - Pre-employment physicals
- **Hours:** 8am-8pm, 7 days/week
- **Open to all** over 2 years old
  (no insurance needed, ‘out of network’ welcome)
Why does it work so well?

- **Close** to where we:
  - work
  - shop
  - eat
  - buy groceries
  - fuel our cars
  - **live**!

**Easy** to find

**Easy** to navigate

**Friendly** staff

**Easy** of access:
- walk-in
  - no appointment required
- schedule on short notice
- online, smart phone, dumb phone

pedestrian friendly
Design of space:

- Retail-centric look + feel
- Concierge level amenities
- Warm, natural finishes
residential | hospitality furnishings
non-institutional fixtures
human touches - a chalkboard with handwritten notes
tech bar
nature images to bring the ‘outdoors’ in
a variety of seating
Success of retail clinics…

On a Healthcare level:

- Is this model increasing access to healthcare?
- Is this economical for the consumer?
- Is this well received by the patient population?
- Is it accessible to all?
- Is it a profitable and viable business model?

For our communities:

- Is it filling voids | vacant retail spaces?
- Is it helping energize retail centers?
- Is it decreasing the cost of delivering services?
- Is this good economic development?
Challenges with planning entitlements:

- Civic planning agency concerns:
  - Non-compatible use
  - Non-compliant use per the zoning code.
  - Adequate parking
  - Loss of sales tax revenue for a non-retail sales use.
  - Would prefer a restaurant or retail sales user.
How can we, as STEWARDS of the BUILT ENVIRONMENT, help find solutions to these challenges?

- Listen | hear the needs
- Approach solutions with an open mind
- Lose the stigma of ‘clinic’ = sick people
- Modify zoning codes, when necessary
- Educate lay people as to benefits of healthy mix of uses
- Allow space for change, even when it’s perceived as disruptive
Walk-in Care clinics have a place integrated in our communities...
Reimagining our Existing Building Infrastructure to Reimagine Communities
Historic boundaries between the traditional anchors of life are being intentionally blurred or eradicated.
Urban Hive

- Project Area 11,764 sf
- Urban Neighborhood
- Flagship Co-working space
- Connectivity, Collaboration Innovation
- Event spaces
- Art gallery
THE MODERN AND HISTORIC HEART OF SACRAMENTO’S CO-WORKING, ENGINEERING, DESIGN, AND MEDICAL SECTORS

THE CANNERY

275,363 S.F. OF SPACE
25,186 RESIDENTS WITHIN 1 MILE
45+ NEARBY AMENITIES

ONE AWESOME URBAN EXPERIENCE

The Cannery is one of Sacramento’s most distinct and prominent office leasing opportunities in the City of Sacramento. Encircling an entire city block in the rapidly improving Alhambra Corridor the 275,363 square-foot masonry two story building will attract local, regional, and national tenants as a result of its ideal location to the freeway systems and the close proximity to the amenities of the very active Midtown submarket.

The Cannery offering expansive open floor plates of brick, concrete, and glass with possible 18 foot ceilings, skylights, and within close proximity to the best restaurant and entertainment venues in the urban core. The market is waiting to be truly exposed to Sacramento’s exciting urban office opportunity.
Discussion